

SLAA 2025 Industry & Economic Outlook Keynote Speaker and Panelist Bios

Dan Baker, Senior Vice President

BWE - Bellwether Enterprise Real Estate Capital, LLC

Dan helped open the BWE St. Louis office in 2022 and has over 14 years of experience in commercial real estate financing. Dan's primary responsibilities include fulfilling his client's commercial and multi-family property needs by offering financing through BWE's preferred life insurance correspondents, Wall Street conduits, Fannie Mae, Freddie Mac, HUD, debt funds, banks, credit unions, and other financial institutions. Additionally, Dan assists clients in other facets of the capital stack, having the ability to source equity, preferred equity, and mezzanine debt.

Dan began his career in community banking in St. Louis, where he honed his underwriting skills and gained an understanding of the St. Louis market, and has been in mortgage banking for over 9 years. Dan has been responsible for the origination and underwriting of over \$1.25 billion in loans and equity placement.

Jordan Brooks, Senior Market Analyst

ALN Apartment Data

Jordan Brooks is a Senior Market Analyst at ALN Apartment Data. In addition to speaking at events around the country, Jordan writes ALN's monthly newsletter analyzing industry performance and contributes monthly to multiple multifamily publications. He earned a master's degree from the University of Texas at Dallas in Business Analytics.

Rich Conyers, Principal

BOTI Architecture

Rich leads the St. Louis, MO branch of BOTI. Rich is a licensed architect in states throughout the Midwest and Southern U.S. He specializes in hospitality and multi-family design with a background in construction and residential development. In his free time, Rich enjoys spending quality time with his family, riding motorcycles, creating new recipes, and traveling the world. Rich enjoys finding the intersection of passions and creating unique projects that consider user-experience, constructability, and impactful development.

Charles S. Gascon, Economic and Research Officer

Federal Reserve Bank of St. Louis

Charles S. Gascon is an economist and research officer in the Research division of the Federal Reserve Bank of St. Louis, which he joined in June 2006. He analyzes economic conditions nationally and in the Eighth Federal Reserve District. He reports on regional economic conditions to the Bank president and staff economists prior to Federal Open Market Committee meetings. He is responsible for writing the Bank's Beige Book report on economic conditions and contributes to other Bank publications.

Gascon has a master's degree in economics from State University of New York at Albany and an M.B.A. from Washington University in St. Louis. His work has been cited in the Wall Street Journal and New York Times and in local media outlets. He is a member of the American Economic Association and the National Association for Business Economics.

Andrea Kendrick, Managing Director

Berkadia

Andrea Kendrick is a Managing Director of Investment Sales in the St. Louis, MO office with a focus on private capital multifamily sales. Prior to Berkadia, Andrea worked for Grubb & Ellis as an investment broker and Boston Capital as a multifamily investment analyst in the Low-Income Housing Tax Credit Division. Since then, she has closed on more than 35,000 units and over \$3.5 billion in sales volume. Andrea has been featured as a St. Louis Business Journal 30 Under 30 honoree, Heavy Hitter for Largest Multifamily Investment Sales by SLAR, one of 25 national winners of Connect Commercial Real Estate's Next Generation Award, CoStar Power Broker, and is consistently ranked in the top five teams within Berkadia advisors.

John Morrissey, Vice President

Broadmoor Group

With over 15 years of expertise in real estate development, finance, and asset management, John Morrissey shapes the strategic direction and operational success of Broadmoor Group. He oversees the daily operations of a diverse multifamily portfolio, ensuring strong performance and value creation. Since 2018, under John's direction, Broadmoor has focused exclusively on the St. Louis market, driving the acquisition and renovation of 800 multifamily units. Currently, the firm has a robust \$70 million development pipeline concentrated within the St. Louis MSA.

John holds a BBA in Finance from DePaul University and a Master's in Real Estate Development from Auburn University. A recognized leader in the St. Louis real estate community, he has been a St. Louis Apartment Association Board Member since 2018 and is currently serving as President.

Angie Schulte, Principal

Husch Blackwell Strategies

Angie Schulte is the lobbyist for the Saint Louis Apartment Association and serves in the Jefferson City office of HB Strategies and is a valued resource to our clients, assisting in a number of areas from lobbying to finalizing public comments at the Missouri Public Service Commission.

Angie oversaw most of the day-to-day operations for Statehouse Strategies, LLC since its inception in 2016 and has an extensive legal background. She also holds experience in monitoring legislative hearings and compiling lobbyist reports and records for political action committees. Her broad background and knowledge in legal, political, and public policy issues is a vital asset to clients.

Prior to joining HB Strategies, Angie spent thirty years in the legal field first working as a legal assistant and then as a paralegal. In those positions, Angie worked closely with clients and assisted attorneys in preparing and maintaining documents, doing research, and in trial preparation. She also helped maintain records for political action committees, prepared ethics reports, and attended legislative hearings. Now with HB Strategies, in addition to lobbying duties, she assists with the daily management of MCTA. Her broad background and knowledge in legal, political, and public policy issues is a vital asset to clients.

Born and raised in mid-Missouri, Angie has a Bachelor of Science Degree in Paralegal Studies from William Woods University.